

## Talent Management Department Marketing Team.

**Job Description:** Shoothelp.Com has a **Talent Branch** where we acquire talent. We offer business opportunities for individual Photographers, Cinematographers and Video Editors. To tie-up with us, any individual can buy a business package of his/her join and in return we provide them business. Below are some columns which you must understand before proceeding.

**Pho/Vdo Package Price** This is price of package which photographer or cinematographer can buy from **Shoothelp.com**

**Per Day Paid To Photographer/Cinematographer** Depending on package one buys, that photographer or cinematographer will be paid this amount per day. For Example: If a photographer buys a business package of **4000 rupees**, he/she will be paid **2000 rs. Per day** when we give them project.

**Number of Days Provided** This are the number of days that photographer or cinematographer will get business. For Example: If you are a photographer who buys **5000 rupees** business package, you will be paid **2500 rupees** per day. In this package, we will provide you 10 days of business which means your total earning will be  $2500 \text{ rupees} \times 10 \text{ days} = 25,000 \text{ rs}$ . So by buying package of **5000 rupees**, you will be paid **2500 rupees** per day and you will get 10 days of business which brings you **2500 rs. Per day**  $\times 10 = 25,000 \text{ rs}$ .

**Completed in Months** When a photographer or cinematographer buys a business package from us, we guarantee particular days of business from us but those days will be spread in following months. For example: If you are a cinematographer who buys **3000 rupees** package, you will be paid **1500 rupees** per day and you will get 10 days of business but those 10 days will be spread in 6 months. You will get 10 days business, but on the first month, you may get 1 day business, but on second month you may get 3 days business. On third month you may get 2 days business and on fourth month you may get 4 days of business. So you get 10 days of business where you can earn **1500 rupees** per day but those 10 days will be spread in 6 months.

**Your Payment** Here we are talking about the payment of Marketing person ( You ) who will be selling these packages to photographers and cinematographers. If you sell **3000 rupees** package to someone, you will receive **700 rupees** payment. If you sell **6000 rupees** package to someone, you will receive **2000 rupees** payment.

**In percentage** - your payment in terms of percentage. For example, if you sell package of **5000 rupees** to any photographer or cinematographer, your payment will be **1400 rupees** which is **28 percent of 5000 rupees**. If you sell **10000 rupees** package, your payment will be **4500 rupees** which is **45 percent of 10000 rupees**. If you have observed, you earn more when you sell higher packages.

**Video Editor Package Price** These packages are designed for video editors.

**Paid to Editor Per Project** This is what shoothelp.com will pay to editors for one project. For example, when a video editor buys a Wedding highlights **5000 rupees** business package, shoothelp.com will pay **10000 rupees** to video editor for that package. There is also mention of Duration in Minutes which means that project's final video output must be of that particular duration. So when a video editor gets a cinematic wedding highlights project from shoothelp.com , shoothelp.com will pay that video editor **10000 rupees** if he delivers final output of 20 minutes video of cinematic wedding highlights.

**Number of Projects** These are the number of projects video editor will receive once he/she buys a particular business package. For Example: When a video editor buys Pre-Wedding business package for **5000 rupees**, he/she will get **5 projects** worth **5000 rupees**. So by buying Pre-wedding **5000 rupees** package, he/she is getting business of **5000 rupees per project**  $\times 5 \text{ projects} = 25000 \text{ rupees}$ .

**Your Monthly Target** You have to bring minimum **40000 rupees** as our Official Talent Branch Marketing Person.

**Total Number of Photographers or Cinematographers** In one month, you have to sell any package to atleast 12 photographers or cinematographers.

**Number of Editors** Monthly, you have to sell Video Editing business package to atleast 1 Video Editor.

**Minimum Weekly** In a Week, you must sell atleast one package. For example, in one month, you have to sell 12 Pho/Vdo package so you can sell 9 packages in last week alone, but you must sell atleast 1 package every week.

**Deduction If Late** If there is a week where you have not sold any package, then on next package you sell, there will be deduction of 200 rupees.

**Report To** Whenever you meet, sell, fail to sell, you have to report this to following numbers. **8087766261 & 9766880543** .You have to report on both

numbers. You can provide reporting via whatsapp or hike.

Pho/Vdo Package Price	Per Day Paid to Photographer/Cinematographer	Number of days Provided	Completed in Months	Your Payment	In Percentage
3000	1500	10	6	700	23.33
4000	2000	10	6	1000	25
5000	2500	10	6	1400	28
6000	3000	10	6	2000	33.33
8000	4000	10	6	3000	37.5
10000	5000	10	6	4500	45
4500	1500	10	4	1200	26.66
6000	2000	10	4	2100	35
7500	2500	10	4	2700	36
9000	3000	10	4	3500	38.88
12000	4000	10	4	5500	45.83
15000	5000	10	4	7500	50
1500	1500	5	6	350	23.33
3000	3000	5	6	700	23.33
4000	4000	5	6	1000	25
5000	5000	5	6	1400	28
1500	1500	4	4	350	23.33
3000	3000	4	4	700	23.33
4000	4000	4	4	1000	25
5000	5000	4	4	1400	28

Video Editor Package Price	Paid to Editor Per Project	Number of Projects	Completed in Months	Your Payment	In Percentage
Wedding Highlights - 5000	Duration Upto 20 minutes - 10000	5	5	2000	40
Pre Wedding - 5000	Duration Upto 5 Minutes - 5000	5	5	2000	40
Full Length Wedding - 2500	Duration upto 2 hours - 2500	5	5	1000	40

Your Monthly Target	Total Number of Photographers/Videographers	Number of Editors	Minimum Weekly	Deduction if Late	Report To
<b>40000 rupees.</b>	<b>12</b>	<b>1</b>	<b>2</b>	<b>200 rs. Per Talent</b>	<b>8087766261</b> <b>&amp;</b> <b>9766880543</b>

## **Rules Every Talent Management Department Member Must Follow.**

- You can sell these packages only to photographers and cinematographers who have their own camera and tripod. If the photographer or cinematographer don't have a camera or can't arrange it for shoot then he/she cannot have these packages.
- You can sell Video Editing Business packages only to those video editors who have their own computer for editing videos. Editing setup will not be provided to any video editor.
- Photographer must provide demo photos taken by him. His photos must have quality and he must have good understanding of photography. Just because someone has dslr camera doesn't make him/her a photographer.
- Cinematographer must have his/her demo videos on youtube or any other site available. He/she must have knowledge of angles, shots, lighting and camera settings.

## **Tips: Follow these seven step process for maximum results.**

- 1) Get in touch with people to find out who can be potential clients. Do not pitch your business before. Try to understand their needs and requirements. On facebook, whatsapp, instagram and other social media platform, you will get hundreds of photographers, cinematographers and editors who are pursuing this talent as hobby or business. Ask them how much they earn, how they earn, what are their future goals and ambitions etc.
- 2) Gather their contact details and try to schedule a meeting with them. Never give these package presentation on phone. Photographers, Cinematographers and Video Editors prefer personal meetings and personal touch whenever there is any project, business plan or opportunity. Once you meet them, tell them about your business packages and how you can bring them more benefit for their talent.
- 3) Take at least one follow-up meeting with them.
- 4) Take four follow-ups on phone and other social media platforms.
- 5) Close the deal and stay in touch. This product is such that will definitely become regular customer. Photographers, Cinematographers and Editors usually have many friends of same profession so they can also recommend you to their friends.